

## Message Text

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PAGE 01 STATE 056345  
ORIGIN EB-08

INFO OCT-01 EUR-12 ISO-00 SS-15 COME-00 MMO-01 PER-01  
/038 R

DRAFTED BY EB/OCA/CM:SPHARRIS:LP  
APPROVED BY EUR:GSVEST  
EUR/NE:RLFUNSETH  
EUR/RPE:RLAMANTIA (INFO)  
D:BLPASCOE  
EUR/EX:JTULL  
COMMERCE:OIM: TRAFTON (SUBS)  
EB/OCA:AZUCCA  
EUR:RDVINE  
-----120466 051205Z /11  
R 042333Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY STOCKHOLM

C O N F I D E N T I A L STATE 056345

E.O. 11652:DECLASSIFY AS OF JULY 1, 1978 OR EARLIER AT  
EMBASSY'S DISCRETION.

TAGS: BEXP, SW

SUBJECT: CLOSING OF STOCKHOLM TRADE CENTER

REF.: (A) STOCKHOLM 0525; (B) STOCKHOLM 0509

1. WE GREATLY APPRECIATE THE VIEWS EXPRESSED IN YOUR CABLES  
CONCERNING THE NEED FOR MAINTAINING THE EMBASSY'S ECONOMIC/  
COMMERCIAL CAPABILITIES DESPITE THE CLOSING OF THE TRADE  
CENTER. WE SHARE YOUR DESIRE TO ASSURE ADEQUATE STAFFING  
FOR THE MISSION AFTER THE CENTER CLOSES TO ENABLE THE E/C  
SECTION TO MEET ITS TRADE PROMOTION RESPONSIBILITIES AND ITS  
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ECONOMIC REPORTING AND ANALYSIS REQUIREMENTS. WE ALSO SHARE  
WITH YOU YOUR OBVIOUSLY DEEP CONCERN FOR THE MORALE AND WELL  
BEING OF YOUR LOCAL STAFF, AND WE BELIEVE AS YOU DO THAT THE  
FSLs AFFECTED BY CLOSING THE CENTER ARE CERTAINLY NOT THE  
TYPE OF EMPLOYEES THAT OUR FOREIGN SERVICE WOULD EVER WISH  
TO LOSE. THEY HAVE, IN FACT, FULLY DEMONSTRATED THEIR COM-  
PETENCE AND LOYALTY, AND WE HOPE THAT ALTERNATIVE EMPLOYMENT

WILL BE AVAILABLE TO THEM AT THE EMBASSY OR THAT THE MISSION WILL BE ABLE TO ASSIST THEM IN FINDING POSITIONS ON THE ECONOMY.

2. YOUR PERCEPTIVE AND IMAGINATIVE SUGGESTIONS FOR REVAMPING THE E/C SECTION HAVE BEEN CAREFULLY STUDIED. THE

EVALUATION HAS TAKEN INTO ACCOUNT SUCH FACTORS AS THE ONGOING ESSENTIAL TRADE PROMOTION AND ECONOMIC REPORTING RESPONSIBILITIES OF THE POST; THE ASSISTANCE AVAILABLE TO THE POST FROM OTHER SOURCES (THE PARIS AND COLOGNE IMCS) IN CARRYING OUT THE PRESIDENT'S TRADE PROMOTION MANDATE; THE STAFFING PATTERNS AT EUROPEAN POSTS OF COMPARABLE SIZE AND ECONOMIC IMPORTANCE, AND THE BROADER VIEW THAT WE MUST TAKE HERE IN WASHINGTON OF PRIORITIES AND NEEDS FOR RESOURCES AT OTHER POSTS AROUND THE WORLD.

3. CLOSING OF THE TRADE CENTER MUST, OF COURSE, RESULT IN A REORDERING OF THE POST'S COMMERCIAL PRIORITIES AND GOALS AND A RESTRUCTURING OF THE E/C SECTION. IT CAN REASONABLY BE ASSUMED THAT IN THE ABSENCE OF THE CENTER, THERE WILL BE A CONSEQUENT REDUCTION IN CERTAIN REACTIVE COMMERCIAL SERVICES SUCH AS WTDRS, ADS, TRADE OPPORTUNITIES, AND RECEIVING BUSINESS VISITORS. NEW TARGETS FOR THESE ACTIVITIES WILL HAVE TO BE DEVELOPED AND A NEW, SIMPLIFIED CCP DRAWN UP, WHICH TAILORS THEM TO THE AVAILABILITY OF RESOURCES.  
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PLANS FOR INITIATIVE ACTIVITIES SUCH AS CALLING ON FIRMS, HOLDING LOCAL PROMOTIONS, UNDERTAKING SPRECHTAGS AND OTHER DIRECT TRADE PROMOTION EFFORTS WILL LIKEWISE HAVE TO TAKE INTO ACCOUNT RESOURCE CONSTRAINTS. BUT POSTS SIMILAR TO YOURS HAVE MANAGED TO DEVELOP AGGRESSIVE, RESPONSIBLE AND IMAGINATIVE INITIATIVE ACTIVITIES THROUGH EFFICIENT MANAGEMENT OF LIMITED E/C SECTION RESOURCES.

4. AS SEEN FROM THE WASHINGTON PERSPECTIVE, THE NEEDS AND GOALS OF THE COMMERCIAL PROGRAM IN SWEDEN CAN BE MET THROUGH THE ESTABLISHMENT OF A TIGHTLY ORGANIZED, FLEXIBLE AND WELL INTEGRATED E/C SECTION. OUR EXPERIENCE WITH POSTS SIMILAR TO YOURS WOULD INDICATE THAT, IN ADDITION TO THE E/C COUNSELOR, AND ECONOMIC OFFICER, A COMMERCIAL ATTACHE AND AN ASSISTANT COMMERCIAL ATTACHE WOULD SUFFICE. THEY WOULD BE SUPPORTED ON THE COMMERCIAL SIDE BY FOUR COMMERCIAL FSLs AND AN FSL SECRETARY AND, ON THE ECONOMIC SIDE, BY TWO FSL ECONOMIC SPECIALISTS, AN FSL SECRETARY, AND AN FSS SECRETARY. BY POOLING YOUR E/C SECTION FSL TALENT AND THROUGH CAREFUL CROSS TRAINING, THE FOUR COMMERCIAL FSLs WOULD WORK CLOSELY WITH THE TWO ECONOMIC FSLs. TOGETHER, THE SIX SHOULD BE ABLE TO SUPPORT BOTH THE

ECONOMIC AND COMMERCIAL FUNCTIONS.

5. IN PARA 6 OF REFTTEL A YOU CITE THE NEED FOR A THIRD FSL POSITION ON THE ECONOMIC SIDE. WHILE AN ADDITIONAL FSL COULD BE HELPFUL, WE BELIEVE THE CURRENT ECONOMIC STAFF HAS THE ABILITY TO CONTINUE TO PERFORM ITS ECONOMIC REPORTING AND ANALYSIS FUNCTIONS AT CURRENTLY

ACCEPTABLE LEVELS.

6. WITH RESPECT TO YOUR PROPOSAL IN REFTTEL B TO RENT OFFICE SPACE DOWNTOWN FOR THE COMMERCIAL SECTION, AS YOU KNOW FUNDS FOR THIS PURPOSE ARE NOT IN STATE'S BUDGET, AND IN THE CONTEXT OF THE DEPARTMENT'S GLOBAL NEEDS AND RESPONSES, WE WOULD NOT WISH TO REQUEST SUPPLEMENTAL FUNDS FOR THIS PURPOSE.

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SIBILITIES, WE WOULD NOT WISH TO REQUEST SUPPLEMENTAL FUNDS FOR THIS PURPOSE.

7. WE WOULD, HOWEVER, BE WILLING, IF THE NEED AROSE, TO CONSIDER ADDITIONAL FUNDS TO REMODEL AREAS WITHIN THE EMBASSY IN ORDER TO ACCOMMODATE AN INTEGRATED E/C SECTION, INCLUDING A SMALL COMMERCIAL LIBRARY. YOUR VIEW ON ABOVE AND PRELIMINARY COST ESTIMATES FOR ANY EMBASSY REMODELING WOULD BE WELCOME. CHRISTOPHER

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 mar 1978  
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**Disposition Action:** RELEASED  
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**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Expiration:**  
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**Status:** NATIVE  
**Subject:** CLOSING OF STOCKHOLM TRADE CENTER  
**TAGS:** BEXP, SW  
**To:** STOCKHOLM  
**Type:** TE  
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